

Message Text

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45

ACTION EUR-25

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 7296

INFO USDOC WASHDC

AMEMBASSY SOFIA

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E.O. 11652: N/A

TAGS: BTRA, UR

SUBJECT: GLOBAL MARINE TRIP TO USSR AND BULGARIA

REF: USDOC 5428

1. PRIOR TO RECEIPT REFTEL, EMBASSY HAD BEEN ADVISED DIRECTLY BY GLOBAL MARINE ATTORNEY PARKER THAT PROPOSED VISIT HAD BEEN POSTPONED. EMBASSY INFORMED PARKER THAT SOVIET ORGANIZATIONS INVOLVED HAD SHOWN CONSIDERABLE INTEREST IN MEETING WITH GLOBAL MARINE REPS AND SUGGESTED THAT VISIT BE REINSTATED AT EARLY DATE.

2. POSTPONEMENT OF VISIT, AS BEST EMBASSY CAN DETERMINE, RESULTED AT LEAST IN PART FROM DISCUSSIONS IN NEW YORK BETWEEN PARKER AND CONNOR OF US-USSR TRADE COUNCIL. ACCORDING TO PARKER, CONNOR SUGGESTED THAT COUNCIL'S MOSCOW OFFICE (I.E. CONNOR) COULD DEVELOP ADDITIONAL POSSIBILITIES FOR GLOBAL MARINE IN MOSCOW AND PROPOSED THAT VISIT BE POSTPONED. IN DISCUSSIONS WITH EMBASSY, CONNOR INDICATED THAT PARKER HAD MISUNDERSTOOD HIS SUGGESTIONS.

3. EMBASSY BELIEVES EXPERIENCE WITH PROPOSED GLOBAL MARINE
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VISIT DEMONSTRATES POSSIBILITY, WHICH WAS HARDLY UNEXPECTED,

FOR OVERLAP BETWEEN OPERATIONS OF EMBASSY'S COMMERCIAL OFFICE AND MOSCOW OFFICE OF TRADE COUNCIL. PARTICULARLY DURING INITIAL STAGE OF OPERATIONS OF BOTH OFFICES, PROBLEMS OF THIS TYPE ARE INEVITABLE AND CAN BE HANDLED ON CASE-BY -CASE BASIS BY OFFICIALS OF TWO OFFICES. HOWEVER, EMBASSY BELIEVES THAT STATE AND COMMERCE, IN DISCUSSING POSSIBLE VISITS TO MOSCOW WITH OFFICIALS OF FIRMS WHICH NEW TO THIS MARKET, SHOULD STRESS DESIRABILITY OF APPROACHING SOVIETS EITHER THROUGH EMBASSY'S COMMERCIAL OFFICE OR THROUGH TRADE COUNCIL. OTHERWISE, WE ANTICIPATE SUBSTANTIAL NUMBER OF CASES SUCH AS THAT OF GLOBAL MARINE, IN WHICH IMPORTANT SOVIET ORGANIZATIONS GEAR UP TO RECEIVE REPRESENTATIVES OF US FIRM AT REQUEST OF EMBASSY'S COMMERCIAL OFFICE ONLY TO FIND THAT VISIT POSTPONED AT ADVICE OF TRADE COUNCIL. THIS WORKS TO NO-ONE'S ADVANTAGE.
STOESSEL

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